

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

July 12, 2006

The Real Estate Board Education Committee met on Wednesday, July 12, 2006 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Sharon Parker Johnson
R. Schaefer Oglesby
Judith Childress

Staff Members present: Tammie Hall, Education Administrator

The meeting was called to order at 3:22 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

A. 3 new proprietary school applications were approved.

1. RE/MAX Cityside, Annandale, VA.
Contact Person: Kathy Vaughan
2. Universal School of Real Estate, Mclean, VA
Contact Person: Lynne Porfiri
3. RGS Title, LLC, McLean, VA
Contact Person: Jane Clawson

B. 106 continuing education course applications were reviewed, of these courses:

20 previously approved courses offered by approved schools were approved.

1. 54592 Virginia 16-Hour C.E. Renewal Package (CRP), 1 hour Legal Updates, 2 hours Fair Housing, 8 hours Real Estate Related, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, Dynasty School (**review of instructor**)
2. 55348 Introduction To Commercial Real Estate (CRP), 4 hours Real Estate Related, The CE Shop (**review of instructor**)

3. 55349 Property Management & Managing Risk (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
4. 55350 Real Estate & Taxes' What Every Agent Should Know (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
5. 55351 Red Flags Property Inspection Guide (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
6. 55352 Diversity and Doing Business (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
7. 55353 Fair Housing (CRP), 4 hours Fair Housing, The CE Shop (review of instructor)
8. 55354 Real Estate Finance (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
9. 55355 Risk Management (CRP), 4 hours Real Estate Related, The CE Shop (review of instructors)
10. 55356 Commercial Real Estate: Listing Properties (CRP), 4 hours Real Estate Related, The CE Shop (review of instructor)
11. 55357 Agency and Contracts (CRP), 1 hour legal updates, 2 hours fair housing, 8 hours real estate related, 3 hours ethics and standards of conduct, 1 hours real estate agency, 1 hour real estate contracts, The CE Shop (review of instructors)
12. 55358 Buyer Representative in Real Estate (CRP), 4 hours Real Estate Related, The CE Shop (review of instructors)
13. 55359 Environmental Issues in Your Real Estate Practice, 4 hours Real Estate Related, The CE Shop (review of instructor)
14. 55360 Ethics and Real Estate (CRP), 6 hours Ethics & Standards of Conduct, The CE Shop (review of instructor)
15. 55361 Commercial Real Estate: Understanding Investments (CRP), The CE Shop (review of instructor)
16. 55362 Commercial Continuing Education Set 1 (CRP), 8 hours Real Estate Related, The CE Shop (review of instructors)
17. 55363 Commercial Continuing Education Set 2 (CRP), 8 hours Real Estate Related, The CE Shop (review of instructor)
18. 55562 ABR Elective: Innovative Marketing Techniques for Buyers, 6 hours Real Estate Related, Peninsula Real Estate School (review of instructors)
19. 55565 ABR Elective. New Homes Sales, 2 hours Real Estate Agency, 2 hours Real Estate Related, Peninsula Real Estate School (review of instructor)
20. 52756 Fair Housing (CRP), 4 hours Fair Housing, Dearborn Financial Publishing, Inc, D.B.A. Recampus.com

1 previously approved course for an approved school, was re-evaluated.

1. 52814 Managing Risk Effectively, 3 hours Real Estate Related, GSH Training Company

79 original applications for courses offered by approved schools were approved.

1. 55211 Fair Housing, 3 hours Fair Housing, Richmond Association of Realtors
2. 55262 An Ounce of Prevention: Fair Housing, 3 hours Fair Housing, Williamsburg Real Estate School
3. 55343 Managing Construction Projects, 8 hours Real Estate Related, Lorman Business Center, Inc.
4. 55344 Contracts Update, 2 hours Real Estate Contracts, Moseley-Dickinson Academy of Real Estate
5. 55346 Contracts and Contract Law, 3 hours Real Estate Contracts, Kirks Institute
6. 55364 The Code of Ethics, 3 hours Ethics and Standards of Conduct, GSH Training
7. 55366 Resolving Real Estate Title Defects, 6 hours Legal Updates, 1 hours Ethics and Standards of Conduct National Business Institute
8. 55367 8 Hour Elective Continuing Education, 8 hour Real Estate Related, Peninsula Real Estate School (classroom)
9. 55368 8 Hour Elective Continuing Education, 8 hour Real Estate Related, Peninsula Real Estate School (correspondence)
10. 55369 8 Hour Elective Continuing Education, 8 hour Real Estate Related, Peninsula Real Estate School (online)
11. 55373 Disclosures/Antitrust Issues, 4 hours real estate related, Peninsula Real Estate School (online)
12. 55374 Disclosures/Antitrust Issues, 4 hours real estate related, Peninsula Real Estate School (correspondence)
13. 55375 Disclosures/Antitrust Issues, 4 hours real estate related, Peninsula Real Estate School (classroom)
14. 55381 Mortgage 101, 3 hours Real Estate Related, Peninsula Real Estate School
15. 55417 Market Analysis, 3 hours Real Estate Related, Kirks Institute
16. 55474 Building Sales Champions, 7 hours Real Estate Related, West VAR
17. 55475 A Look At Agency: Then And Now, 3 hours Real Estate Agency, The Real Estate School, Inc.
18. 55492 Legislative Update, 1 hour Legal Updates, Williamsburg Real Estate School
19. 55495 Contracts, Purchase & Sales Agreements, 4 hours Contracts, 360 Training (CRP)
20. 55496 Real Estate Finance, 4 hours Real Estate Related, 360 Training (CRP)
21. 55497 Environmental Hazards, 4 hours Real Estate Related, 360 Training (CRP)
22. 55498 Real Estate Appraisal, 4 hours Real Estate Related, 360 Training (CRP)
23. 55499 Leases, 4 hours Real Estate Related, 360 Training (CRP)

24. 55500 Liens, Taxes and Foreclosures, 4 hours Real Estate Related, 360 Training (CRP)
25. 55527 Full Service Real Estate Consulting, 2 hours Real Estate Related, The Chuck & Buddy Group, LTD
26. 55531 Win The Contract - Everytime, 3 hours Real Estate Related, The Chuck & Buddy Group, LTD
27. 55533 The Plan Bootcamp - Part I (A Business Plan in One Day), 3 hours Real Estate Related, The Chuck & Buddy Group, LTD
28. 55535 The Plan Bootcamp - II (A Business Plan in One Day), 3 hours Real Estate Related, The Chuck & Buddy Group, LTD
29. 55537 Night Court - Marketplace Dynamics, 2 hours Real Estate Related, Peninsula Real Estate School
30. 55541 The Code of Ethics, 3 hours Ethics and Standards of Conduct, GSH Training Company
31. 55544 The Basics of Title Insurance, 2 hours Real Estate Related, Provident School of Real Estate
32. 55546 Fundamentals of Real Estate Closings, 7 hours Real Estate Related, Lorman Business Center, Inc.
33. 55548 Harnessing The Power: Skills Based Performance Management, 7 hours Real Estate Related, Richmond Association of Realtors
34. 55551 Technology....Driving Your Success, 4 hours Real Estate Related, Century 21 New Millennium
35. 55553 AIA Contracts, 8 hours Real Estate Contracts, Lorman Business Center, Inc.
36. 55555 The New Regional Sales Contract 2006, 4 hours Real Estate Contracts, MBH Settlement Group, L.C.
37. 55557 The New Regional Sales Contract 2006, 2 hours Real Estate Contracts, MBH Settlement Group, L.C.
38. 55569 Agents Gone Wild: Don't Try This At Home, 3 hours Real Estate Related, VAR
39. 55575 Creating Your Tenant Handbook, 2 hours Real Estate Related, VAR
40. 55578 Expand Your Market, 2 hours Real Estate Related, VAR
41. 55581 Expand Your Market, 3 hours Real Estate Related, VAR
42. 55584 How To Build Wealth By Investing In Real Estate, 2 hours Real Estate Related, VAR
43. 55587 Managing Your Risk Proactively: How To Assure That Your Team Is Playing By Your Rules To Win, 2 hours Real Estate Related, VAR
44. 55589 Managing Your Risk Proactively: Train, Coach, And Advise Your Agents To Up Production and Lower Risks, 2 hours Real Estate Related, VAR
45. 55590 Money, Taxes, and the Real Estate Agent, 2 hours Real Estate Related, VAR
46. 55592 VHDA: Loan Program Update For Real Estate Professionals, 2 hours Real Estate Related, VAR
47. 55610 VHDA: Loan Program Update For Real Estate Professionals, 1 hour Real Estate Related, VAR
48. 55613 VRLTA, Fair Housing and Current Legislative Issues, 3 hours legal updates, 2 hours fair housing, 1 hour Real Estate Related, VAR
49. 55616 VRLTA and Current Legislative Issues, 3 hours legal updates, 3 hours Real Estate Related, VAR

50. 55621 The Rules of Financing in the New Regional Sales Contract, 3 hours of Real Estate Related, The Professional Development Institute
51. 55623 Lessons for a Lifetime of Investing, 1 hour Real Estate Related, Central Virginia School of Real Estate
52. 55625 Brian Buffini's 100 Days To Greatness (CRP), 8 hours Real Estate Related, Re/Max Satellite Network
53. 55627 Construction Essentials For Successful Realtors, 4 hours Real Estate Related, Northern Virginia Association of Realtors
54. 55632 Real Estate Contracts Offer To Purchase, 3 hours Real Estate Related, Carruthers Academy of Real Estate
55. 55633 Agency Law, 3 hours Real Estate Agency, Carruthers Academy of Real Estate
56. 55634 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Carruthers Academy of Real Estate
57. 55635 Staying Out of Court, 3 hours Real Estate Related, Carruthers Academy of Real Estate
58. 55639 Marketing Methods of Top Producing Agents, 3 hours Real Estate Related, The Professional Development Institute
59. 55641 Home Construction, 2 hours Real Estate Related, William E. Wood and Associates Real Estate Academy
60. 55643 Preparing Your Listing for the Buyers Home Inspection, 1 hour Real Estate Related, William E. Wood and Associates Real Estate Academy
61. 55647 Regional Sales Contract - 2006 Revision, 2 hours Real Estate Related, MAI Institute
62. 55649 The Ethics Series: Preamble & Article 1, 3 hours Ethics and Standards of Conduct, The Real Estate School
63. 55651 Personal Safety and Safety Procedures for Real Estate, 2 hours Real Estate Related, Dulles Area Real Estate School
64. 55653 Manufactured & Modular Housing, 4 hours Real Estate Related, Dulles Area Real Estate School
65. 55655 The Truth About Mold, 4 hours Real Estate Related, Dulles Area Real Estate School
66. 55657 Condo's & Co-ops, 4 hours Real Estate Related, Dulles Area Real Estate School
67. 55659 Title Insurance for Real Estate Professionals, 4 hours Real Estate Related, Dulles Area Real Estate School
68. 55661 Real Estate Investment Fundamentals, 4 hours Real Estate Related, Dulles Area Real Estate School
69. 55664 Structural Systems, How Houses Work II, 4 hours Real Estate Related, Alpha College of Real Estate
70. 55666 POA/Condo Association Update, 1 hour Legal Updates, Prince William Association of Realtors
71. 55668 Consumer: Catalyst of Change, 1 hour Real Estate Related, Prince William Association of Realtors

72. 55672 What You Need to Know about Foreclosures, 1 hour Real Estate Related, Prince William Association of Realtors
73. 55674 The New Home on the Range, 1 hour Real Estate Related, Prince William Association of Realtors
74. 55676 Landlording in Virginia, 3 hours Legal Updates, Prince William Association of Realtors
75. 55678 A Shifting Market, 1 hour Real Estate Related, Prince William Association of Realtors
76. 55680 Conquering the Internet Frontier, 1 hour Real Estate Related, Prince William Association of Realtors
77. 55682 Protect Yourself and Your Assets, 2 hours Real Estate Related, Prince William Association of Realtors
78. 55684 New Regional Sales Contract, 2 hours Real Estate Related, Northern Virginia Association of Realtors
79. 55686 Selling 2006: Focus on Needs, 2 hours Real Estate Related, Virginia Association of Realtors

2 original applications for courses offered by approved schools were approved pending submission of additional information.

1. 55670 Technology Gadgets, 1 hour Real Estate Related, Prince William Association of Realtors
2. 55688 This Ain't Your Momma's Code of Ethics, 2 hours Real Estate Related, Virginia Association of Realtors

1 original application for a course offered by an approved school was not approved due to the instructor's lack of qualifications.

1. 55547 Fair Housing, 5 hours Fair Housing, RE/MAX Cityside

3 original applications were approved for schools with pending applications.

1. 55567 Virginia Fair Housing, 3 hours Fair Housing, Universal School of Real Estate
2. 55628 Introduction To Contracts, 2 hours Contracts, RGS Title, LLC
3. 55630 Foreclosures And The Instruments of Real Estate Finance, 4 hours Real Estate Related, RGS Title, LLC

C. 151 post license education applications were reviewed, of these courses:

72 previously approved courses offered by approved schools were approved.

1. 54593 Contract Writing; Handling Customer Deposits; Agency (CRP), 3 hours Commercial Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
2. 54594 Listing Process; Leasing Property; Current Industry Issue (Listing Property (CRP), 3 hours Commercial Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
3. 54595 Property Owners' and Condominium Assoc. Law (CRP) (VA Property Owners' Assoc. Act & VA Condominium Act (CRP), 3 hours Commercial Real Estate Mandatory Topics, Dynasty School, **(review of instructor)**
4. 54596 Agency Law (VA Real Estate: Agency Law (CRP), 3 hours Residential Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
5. 54597 Fair Housing (VA Real Estate Fair Housing (CRP), 3 hours Residential Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
6. 54598 Real Estate Law (VA Real Estate: Real Estate Law (CRP), 3 hours Residential Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
7. 54599 Offer to Purchase (VA Real Estate: Offer to Purchase (CRP), 3 hours Residential Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
8. 54600 Ethics & Standards of Conduct/Current Industry Issues & Trends (CRP), 3 hours Residential Real Estate Mandatory Topics, Dynasty School **(review of instructor)**
9. 54601 Contractor/Maintenance Employee Relationship (CRP), 2 hours Property Management Elective Topics, Dynasty School **(review of instructor)**
10. 54602 Tenant/Landlord Relationship (CRP), 2 hours Property Management Elective Topics, Dynasty School **(review of instructor)**
11. 54603 Understanding Property Owners' and Condominium Association (CRP), 2 hours Property Management Elective Topics, Dynasty School **(review of Instructor)**
12. 55376 Ethics and Standards of Conduct/Current Industry Issues and Trends, 3 hours Residential Real Estate Elective Topics, The CE Shop **(review of instructors)**
13. 55378 Real Estate Law (Virginia Real Estate: Real Estate Law (CRP), 3 hours Residential Real Estate Mandatory Topics, The CE Shop **(review of instructors)**
14. 55379 Fair Housing (VA Real Estate: Fair Housing (CRP), 3 hours Residential Real Estate Mandatory Topics, The CE Shop **(review of instructor)**
15. 55380 Agency Law (VA Real Estate: Agency Law (CRP), 3 hours Residential Real Estate Mandatory Topics, The CE Shop, **(review of instructors)**
16. 55384 Offer to Purchase (VA Real Estate: Offer to Purchase (CRP), 3 hours Residential Real Estate Mandatory Topics, The CE Shop, **(review of instructor)**
17. 55385 Land Use Issues (VA Real Estate: Land use Issues (CRP), 1 hour Residential Real Estate Elective Topics, The CE Shop, **(review of instructors)**
18. 55386 Property Valuation/Listing Process (VA Real Estate: Property Valuation/Listing Process (CRP), 3 hours

- Residential Real Estate Elective Topics, The CE Shop
(**review of instructor**)
19. 55387 Business Planning (VA Real Estate: Business Planning (CRP), 2 hours Residential Real Estate Elective Topics, The CE Shop (**review of instructors**))
 20. 55388 Technology (VA Real Estate: Technology (CRP), 3 hours Residential Real Estate Elective Topics, The CE Shop (**review of instructors**))
 21. 55389 Selling Process (VA Real Estate: Selling Process (CRP), 3 hours Residential Real Estate Elective Topics, The CE Shop (**review of instructors**))
 22. 55391 Finance (VA Real Estate: Finance (CRP), 3 hours Residential Real Estate Elective Topics, The CE Shop (**review of instructors**))
 23. 55392 Sales (CRP), 3 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructors**))
 24. 55393 Finance (CRP), 2 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructors**))
 25. 55394 Leasing (CRP), 4 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructors**))
 26. 55395 Property Management (CRP), 2 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructors**))
 27. 55396 Government Relations/Government Programs (CRP), 1 hour Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 28. 55397 Land (Land Development (CRP), 3 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructors**))
 29. 55398 Development (Land Development (CRP), 1 hour Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 30. 55400 Franchising (CRP), 1 hour Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 31. 55401 Hospitality/Entertainment (CRP), 1 hour Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 32. 55402 Consulting Services (CRP), 1 hour Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 33. 55403 Market Research (CRP), 2 hours Commercial Real Estate Elective Topics, The CE Shop (**review of instructor**))
 34. 55404 Contract Writing; Handling Customer Deposits; Agency (CRP), 3 hours Commercial Real Estate Mandatory Topics, The CE Shop (**review of instructors**))
 35. 55405 Listing Property; Leasing Property; Current Industry Issues (Listing Property (CRP), 3 hours commercial Real Estate Mandatory Topics, The CE Shop (**review of instructor**))
 36. 55406 Property Owners' and Condominium Assoc Law (VA Property Owners' Assoc. Act & VA Condominium Act (CRP), 3 hours Commercial Real Estate Mandatory Topics, The CE Shop (**review of instructor**))
 37. 55407 Rental Marketing (CRP), 2 hours Property Management Real Estate Elective Topics, The CE Shop (**review of instructor**))

38. 55408 Current Industry Issues and Trends (CRP), 2 hours
Property Management Real Estate Elective Topics, The CE
Shop (**review of instructors**)
39. 55409 Virginia Residential Landlord/Tenant Act And Fair
Housing (CRP), 4 hours Property Management Real
Estate Mandatory Topics, The CE Shop (**review of
instructor**)
40. 55410 Board Regulations & Statutes/Escrow Management &
Accounting (CRP), 4 hours Property Management Real
Estate Mandatory Topics, The CE Shop (**review of
instructors**)
41. 55411 Appraisals/Structures & Construction Process/Uniform
State (CRP), 4 hours Property Management Real Estate
Mandatory Topics, The CE Shop (**review of instruction**)
42. 55412 Contract Writing and Agency (CRP), 4 hours Property
Management Real Estate Mandatory Topics, The CE Shop
(**review of instructors**)
43. 55413 Risk Management (CRP), 4 hours Property Management
Real Estate Mandatory Topics, The CE Shop (**review of
instructors**)
44. 55414 Tenant/Landlord Relationships (CRP), 2 hours Property
Management Real Estate Elective Topics, The CE Shop
(**review of instructors**)
45. 55415 Understanding Property Owners' and Condominium
Association (CRP), 2 hours Property Management Real
Estate Elective Topics, The CE Shop (**review of
instructors**)
46. 55416 Contractor/Maintenance Employee Relationship (CRP), 2
hours Property Management Real Estate Elective Topics,
The CE Shop (**review of instructors**)
47. 55561 Selling Process (ABR Elective: Innovative Marketing
Techniques for Buyers), 3 hours Residential Real Estate
Elective Topics, Peninsula Real Estate School (**review
of instructor**)
48. 55566 Property Valuation/Listing Process (ABR Elective:
New Homes Sales), 3 hours Residential Real Estate
Elective Topics, Peninsula Real Estate School
(**review of instructor**)
49. 55571 Hospitality/Entertainment (CRP), 1 hour Commercial
Real Estate Elective Topics, VAR (**review of
instructor**)
50. 55573 Property Owners' and Condominium Assoc. Law (VA
Property Owners' Assoc. Act & Condominium Act (CRP)
3 hours Commercial Real Estate Mandatory Topics, VAR
(**review of instructor**)
51. 55574 Sales (CRP), 3 hours Commercial Real Estate Elective
Topics, VAR (**review of instructor**)
52. 55577 Consulting Services (CRP), 1 hour Commercial Real
Estate Elective Topics, VAR (**review of instructor**)
53. 55580 Government Relations/Government Programs (CRP), 1
hour Commercial Real Estate Elective Topics, VAR
(**review of instructor**)
54. 55583 Franchising (CRP), 1 hour Commercial Real Estate
Elective Topics, VAR (**review of instructor**)
55. 55586 Market Research (CRP), 2 hours Commercial Real Estate
Elective Topics, VAR (**review of instructor**)

56. 55588 Development (Land Development (CRP), 1 hour
Commercial Real Estate Elective Topics, (VAR)
(review of instructor)
57. 55594 Finance (CRP), 2 hours Commercial Real Estate Elective
Topics, VAR (review of instructor)
58. 55595 Contract Writing; Handling Customer Deposits; Agency
(CRP), 3 hours Commercial Real Estate Mandatory
Topics, VAR (review of instructor)
59. 55596 Listing Property; Leasing Property; Current Industry
Issue (Listing Property (CRP), 3 hours Commercial
Real Estate Mandatory Topics, VAR (review of
instructor)
60. 55597 Leasing (CRP), 4 hours Commercial Real Estate Elective
Topics, VAR (review of instructors)
61. 55598 Property Management (CRP), 2 hours Commercial Real
Estate Elective Topics, VAR (review of instructor)
62. 55599 Current Industry Issues and Trends (CRP), 2 hours
Property Management Elective Topics, VAR (review of
instructors)
63. 55600 Tenant/Landlord Relationships (CRP), 2 hours Property
Management Elective Topics, VAR (review of
instructor)
64. 55601 Risk Management (CRP), 4 hours Property Management
Mandatory Topics, VAR (review of instructors)
65. 55602 Board Regulations & Statutes/Escrow Management &
Accounting (CRP), 4 hours Property Management
Mandatory Topics, VAR (review of instructors)
66. 55603 Appraisals/Structures & Construction Process/Uniform
Statewide Building, 4 hours Property Management
Mandatory Topics, VAR (review of instructor)
67. 55604 Rental Marketing (CRP), 2 hours Property Management
Elective Topics, VAR (review of instructor)
68. 55605 Understanding Property Owners' and Condominium
Association, 2 hours Property Management Elective
Topics, VAR (review of instructor)
69. 55606 Contractor/Maintenance Employee Relationship (CRP),
2 hours Property Management Elective Topics, VAR
(review of instructor)
70. 55607 Contract Writing and Agency (CRP), 4 hours Property
Management Mandatory Topics, VAR (review of
instructor)
71. 55608 Virginia Residential Landlord/Tenant Act and Fair
Housing (CRP), 4 hours Property Management Mandatory
Topics, VAR (review of instructors)
72. 55609 Land (Land Development (CRP), 3 hours Commercial Real
Estate Elective Topics, VAR (review of instructors)

1 previously approved course offered by an approved school was
approved pending submission of additional information.

1. 55286 Other Real Estate Related (Antitrust in Real Estate),
1 hour residential real estate elective topics,
Williamsburg Real Estate School

72 original applications for courses offered by approved schools were approved.

1. 55212 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Richmond Association of Realtors
2. 55263 Fair Housing (An Ounce of Prevention: Fair Housing Laws), 3 hours Residential Real Estate Mandatory Topics, Williamsburg Real Estate School
3. 55345 Other Real Estate Related (Contracts Update), 2 hours Residential Real Estate Elective Topics, Moseley-Dickinson Academy of Real Estate
4. 55347 Other Real Estate Related (Contracts and Contract Law), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
5. 55365 Ethics & Standards of Conduct/Current Industry Issues and Trends (The Code of Ethics), GSH Training
6. 55370 Other Real Estate Related (Disclosure/Antitrust Issues), 3 hours Residential Real Estate Elective Topics, (correspondence)
7. 55371 Other Real Estate Related (Disclosure/Antitrust Issues), 3 hours Residential Real Estate Elective Topics, (online)
8. 55372 Other Real Estate Related (Disclosure/Antitrust Issues), 3 hours Residential Real Estate Elective Topics, (classroom)
9. 55382 Finance (Mortgage 101), 3 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
10. 55418 Other Real Estate Related (Market Analysis), 3 hours Commercial Real Estate Elective Topics, Kirks Institute
11. 55473 Technology (MLXCHANGE A to Z), 4 hours Residential Real Estate Elective Topics, REIN
12. 55476 Agency Law (A Look At Agency: Then And Now), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School, Inc.
13. 55493 Other Real Estate Related (Legislative Update), 1 hour Residential Real Estate Elective Topics, Williamsburg Real Estate School
14. 55494 Current Industry Issues and Trends (Legislative Update), 1 hour Property Management Elective Topic, Williamsburg Real Estate School
15. 55528 Consulting Services (Full Service Real Estate Consulting), 2 hours Commercial Real Estate Elective Topics, The Chuck & Buddy Group, LTD
16. 55529 Other Real Estate Related (Full Service Real Estate Consulting), 2 hours Residential Real Estate Elective Topics, The Chuck & Buddy Group, LTD.
17. 55530 Other Real Estate Related (Full Service Real Estate Consulting), 2 hours Property Management Real Estate Elective Topics, The Chuck & Buddy Group, LTD.
18. 55532 Selling Process (Win The Contract - Everytime), 3 hours Residential Real Estate Elective Topics, The Chuck & Buddy Group, LTD

19. 55534 Business Planning (The Plan Bootcamp - Part I A Business Plan in One Day), 3 hours Residential Real Estate Elective Topics, The Chuck & Buddy Group, LTD
20. 55536 Business Planning (The Plan Bootcamp Part II - A Business Plan in One Day), 3 hours Residential Real Estate Elective Topics, The Chuck & Buddy Group, LTD
21. 55538 Other Real Estate Related (Night Court - Marketplace Dynamics), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
22. 55542 Ethics and Standards of Conduct (The Code of Ethics), 3 hours Residential Real Estate Mandatory Topics, GSH Training Company
23. 55543 Other Real Estate Related (Managing Risk Effectively), 3 hours Residential Real Estate Elective Topics, GSH Training Company
24. 55545 Other Real Estate Related (The Basics of Title Insurance), 2 hours Residential Real Estate Elective Topics, Provident School of Real Estate
25. 55549 Business Planning (Harnessing The Power: Skills Based Performance Management, 3 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
26. 55550 Other Real Estate Related (Harnessing The Power: Skills Based Performance Management), 4 hours Residential Real Estate Elective Topics, RAR
27. 55552 Technology (Technology....Driving Your Success), 4 hours Residential Real Estate Elective Topics, Century 21 New Millennium
28. 55554 Other Real Estate Related (The New Regional Sales Contract 2006 In Depth 4P), 4 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
29. 55556 Real Estate Law (The New Regional Sales Contract 2006), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group, L.C.
30. 55558 Other Real Estate Related (The New Regional Sales Contract 2006 - A Primer), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group, L.C.
31. 55570 Other Real Estate Related (Agents Gone Wild: Don't Try This At Home), 3 hours Residential Real Estate Elective Topics, VAR
32. 55572 Other Real Estate Related (Contracts: Constructing Real Estate Agreements For Your Clients), 2 hours Residential Real Estate Elective Topics, VAR
33. 55576 Other Real Estate Related (Creating Your Tenant Handbook), 2 hours Property Management Elective Topics, VAR
34. 55579 Other Real Estate Related (Expand Your Market), 2 hours Residential Real Estate Elective Topics, VAR
35. 55582 Other Real Estate Related (Expand Your Market), 3 hours Residential Real Estate Elective Topics, VAR
36. 55585 Other Real Estate Related (How To Build Wealth By Investing In Real Estate), 2 hours Residential Real Estate Elective Topics, VAR

37. 55591 Other Real Estate Related (Money, Taxes, and the Real Estate Agent), 2 hours Residential Real Estate Elective Topics, VAR
38. 55593 Finance (VHDA: Loan Program Update For Real Estate Professionals), 2 hours Residential Real Estate Elective Topics, VAR
39. 55611 Finance (VHDA: Loan Program Update for Real Estate Professionals), 1 hour Residential Real Estate Elective Topics, VAR
40. 55612 Other Real Estate Related (Virginia Regulatory and Legal Update), 1 hour Residential Real Estate Elective Topics, VAR
41. 55614 Current Industry Issues and Trends (VRLTA, Fair Housing, and Current Legislative Issues), 3 hours Property Management Elective Topics, VAR
42. 55615 Tenant/Landlord Relationships (VRLTA, Fair Housing, and Current Legislative Issues), 3 hours Property Management Elective Topics, VAR
43. 55617 Tenant/Landlord Relationships (VRLTA and Current Legislative Issues), 3 hours Property Management Elective Topics, VAR
44. 55618 Current Industry Issues and Trends (VRLTA and Current Legislative Issues), 3 hours Property Management Elective Topics, VAR
45. 55622 Other Real Estate Related (The Rules of Financing in the New Regional Sales Contract, 3 hours Residential Real Estate Elective Topics, The Professional Development Institute
46. 55624 Finance (Lessons for a Lifetime of Investing), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
47. 55626 Other Real Estate Related (Brian Buffini's 100 Days To Greatness (CRP)), 4 hours Property Management Elective Topics, Re/Max Satellite Network
48. 55640 Selling Process (Marketing Methods of Top Producing Agents), 3 hours Residential Real Estate Elective Topics, The Professional Development Institute
49. 55642 Other Real Estate Related (Home Construction), 2 hours Residential Real Estate Elective Topics, William E. Wood and Associates Real Estate Academy
50. 55644 Other Real Estate Related (Preparing Your Listing for the Buyer Home Inspection), 1 hour Residential Real Estate Elective Topics, William E. Wood and Associates Real Estate Academy
51. 55645 Business Planning (Marketing Techniques for Buyer Reps - Business Planning), 3 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate, Inc.
52. 55646 Selling Process (Marketing Techniques for Buyer Reps - Selling Process), 3 hours Residential Real Estate Elective Topics, Moseley Flint Schools of Real Estate, Inc.
53. 55648 Other Real Estate Related (Regional Sales Contract - 2006 Revision), 2 hours Residential Real Estate Elective Topics, MAI Institute

54. 55650 Ethics and Standards of Conduct (The Ethics Series: Preamble & Article 1), 3 hours Residential Real Estate Mandatory Topics, The Real Estate School, Inc
55. 55652 Other Real Estate Related (Personal Safety and Safety Procedures for Real Estate), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
56. 55654 Other Real Estate Related (Manufactured & Modular Housing), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
57. 55656 Other Real Estate Related (The Truth About Mold), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
58. 55658 Other Real Estate Related (Condo's & Co-ops), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
59. 55660 Other Real Estate Related (Title Insurance for Real Estate Professionals), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
60. 55662 Other Real Estate Related (Real Estate Investment Fundamentals), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
61. 55663 Other Real Estate Related (Blue Print Reading), 3 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
62. 55665 Other Real Estate Related (Structural Systems, How Houses Work II), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
63. 55667 Other Real Estate Related (POA/Condo Association Update), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
64. 55669 Selling Process (Consumer: Catalyst of Change), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
65. 55673 Finance (What You Need to Know about Foreclosures), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
66. 55675 Selling Process (The New Home on the Range), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
67. 55677 Real Estate Law (Landlording in Virginia), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
68. 55679 Business Planning (A Shifting Market), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
69. 55681 Technology (Conquering the Internet Frontier), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
70. 55683 Technology (Protect Yourself and Your Assets), 2 hours Residential Real Estate Elective Topics, Prince William Association of Realtors
71. 55685 Other Real Estate Related (New Regional Sales Contract), 2 hours Residential Real Estate Elective Topics, Northern Virginia Association of Realtors

72. 55687 Other Real Estate Related (Selling 2006: Focus on Needs), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors

2 original applications for courses offered by approved schools were approved pending submission of additional information.

1. 55671 Technology (Technology Gadgets), 1 hour Residential Real Estate Elective Topics, Prince William Association of Realtors
2. 55689 Other Real Estate Related (This Ain't Your Momma's Code of Ethics), 2 hours Residential Real Estate Elective Topics, Virginia Association of Realtors

3 original applications were approved for schools with pending applications.

1. 55568 Fair housing (Virginia Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Universal School of Real Estate
2. 55629 Other Real Estate Related (Introduction To Contracts), 2 hours Residential Real Estate Elective Topics, RGS Title, LLC
3. 55631 Other Real Estate Related (Foreclosures and the Instruments of Real Estate Finance), 4 hours Residential Real Estate Related Elective Topics, RGS Title, LLC

1 original application was not approved for a school with a pending application.

1. 55638 Fair Housing (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, RE/MAX Cityside

C. 1 original pre-licensing course offered by an approved school was approved.

1. Principles of Real Estate (CRP) (60 hour salesperson), McKissock LP,

D. 4 pre-licensing instructor applications were approved.

1. Luis C. Moo
2. Angela R. Duncan
3. Sang Moon Noh
4. Harold C. Folts

4 pre-licensing instructor applications were not approved.

1. Jagtar Sethi
2. Huey Jiun Huang
3. Michael Joseph Eunice

4. Margaret H. Mucha-McDonnell

E. 8 continuing education instructors were approved for a previously approved course.

1. **John Lynch** - 54561-Electrical Service Size, 54562-Air Conditioning For An Older Home, 54575-Identifying Furnace Deficiencies, 54576-Problems In Old Homes, 54577-Plumbing, 54583-Wells, Septic & Sump Pumps, 54584-The Un-Sick House, 54586-Problems In New Homes, 54778-Identifying Structural Defects and 54983-Termites-Where Are They? **MRCPA Corp.**
2. **Tim Spaulding** - 54561-Electrical Service Size, 54562-Air Conditioning For An Older Home, 54575-Identifying Furnace Deficiencies, 54576-Problems In Old Homes, 54577-Plumbing, 54586-Wells, Septic & Sump Pumps, 54584-The Un-Sick House, 54586-Problems In New Homes, 54778-Identifying Structural Defects and 54983-Termites-Where Are They? **MRCPA Corp.**
3. **Firdaus Rahman** - 52651 At Home With Diversity, **Virginia Association of Realtors**
4. **Janet Boyd** - 52541 - Navigating the Regional Sales Contract A Primer, 52544 - Unconventional Transactions - A Primer, 52542 - IRC 1031 Tax Deferred Exchanges, 52543 - Congratulations - You Got the Listing, 52281 - Navigating the 1999 Regional Sales Contract and Addendums, 52282 - Unconventional Transactions, 52283 - Contracts with Escalators, 52284 - Home Inspection in Northern Virginia, 53290 - Navigating the 1999 Regional Sales Contract and Addendums, 53289 - Unconventional Transactions, **MBH Settlement Group, L.C.**
5. **Catherine Gillman** - 52541 - Navigating the Regional Sales Contract - A Primer, 52444 - Unconventional Transactions - A Primer, 52542 - IRC 1031 Tax Deferred Exchanges, 52543 - Congratulations - You Got the Listing, 52281 - Navigating the 1999 Regional Sales Contract and Addendums, 52282 - Unconventional Transactions, 52283 - Contracts with Escalators, 52284 - Home Inspection in Northern Virginia, 53290 - Navigating the 1999 Regional Sales Contract and Addendums, 53289 - Unconventional Transactions, **MBH Settlement Group, L.C.**
6. **Jane Leiphart** - 52541 - Navigating the Regional Sales Contract - A Primer, 52444 - Unconventional Transactions - A Primer, 52542 - IRC 1031 Tax Deferred Exchanges, 52543 - Congratulations - You Got the Listing, 52281 - Navigating the 1999 Regional Sales Contract and Addendums, 52282 - Unconventional Transactions, 52283 - Contracts with Escalators, 52284 - Home Inspection in Northern Virginia, 53290 - Navigating the 1999 Regional Sales Contract and Addendums, 53289 - Unconventional Transactions, **MBH Settlement Group, L.C.**
7. **Joseph Volk** - 52541 - Navigating the Regional Sales Contract - A Primer, 52444 - Unconventional Transactions - A Primer, 52542 - IRC 1031 Tax Deferred Exchanges, 52543 - Congratulations - You Got the Listing, 52281 - Navigating the 1999 Regional Sales Contract and Addendums, 52282 - Unconventional Transactions, 52283 - Contracts with Escalators, 52284 - Home Inspection in Northern Virginia,

53290 - Navigating the 1999 Regional Sales Contract and Addendums, 53289 - Unconventional Transactions, MBH Settlement Group, L.C.

8. **Kittredge Garren** - 54953 and 54954 NARPM Marketing PPM,- 54957 and 54958 NARPM Technology PPM, **Alpha College of Real Estate**

1 continuing education instructor was not approved for a previously approved course.

1. **Mary Lennon** - 52308/52317-Agency, 53365/53361-Fair Housing, 53364-Working With Sellers, 52446-Business Planning, 54014/54013-Finance, 52313-Contract Presentation, 52309/52312-Computer Marketing, 54010-Complete Transaction, 52311/53060-Sales Contract, 54012/54011-Virginia Law, 54009/54008-Ethics and Standards of Conduct, **Long & Foster Institute of Real Estate**

VI. Other Business

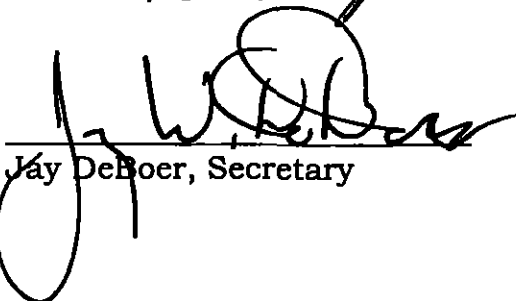
The Committee reviewed an email from Richmond Association of Realtors dated June 1, 2006; no action necessary.

The Committee received and approved a request from Denise Nebb, Prince William Association of Realtors and Lem Marshall, for retroactive approval of several courses.

VII. Adjourn

There being no further business nor public comment, the meeting adjourned at 5:17 p.m.


Schaefer Oglesby, Chairman


Jay DeBoer, Secretary